

The Get Funded Show@World Travel Market Agenda

Day One

Morning Sessions

10am - 1.30pm

Introduction by chairman

10am

- David Scowsill, Chairman, YuuGuu.com

First group of pitches - Mobile Technology

10.10am

It is fair to say the hype is over and year zero for mobile is finally here. Mobile is gaining incredible traction therefore presenting an exciting opportunity for entrepreneurs. In the same way the internet shook up the travel industry 10 years ago, mobile is set to revolutionise the way consumers book travel. And just like with the internet, the biggest disruptors will be the innovative, fast-moving start ups.

Innovators

- Seen Mobile Media
- Toozla

Travel Gurus and Investors

- Faisal Galaria, Head of Global Business Development, [Spotify](http://Spotify.com) & Angel Investor
- Roberto Bonanzinga, Partner, [Balderton Capital](http://BaldertonCapital.com)
- Steve Schlenker, Managing Partner, [DN Capital](http://DNCapital.com)
- Jeff Wasson, Founder, TravelNow.com

Panel Discussion - Investors and Gurus talk mobile

10.40am

- Faisal Galaria, Head of Global Business Development, [Spotify](http://Spotify.com) & Angel Investor
- Roberto Bonanzinga, Partner, [Balderton Capital](http://BaldertonCapital.com)
- Steve Schlenker, Managing Partner, [DN Capital](http://DNCapital.com)
- Jeff Wasson, Founder, TravelNow.com

Presentations and Panel Discussion

11.10am

Innovation, Acquisitions and Exits - hear from the heads of corporate development and acquisitions what their strategy is going forward. Put your company on their radar for the future! Travel has had many successful exits in the past. Hear from the people that make these deals happen and find out what they are potentially looking for in the future.

Speaker and Panelists

- Glenn Fogel, EVP Corporate Development, [Priceline](http://Priceline.com)
- Peter Waller, Group Mergers and Acquisitions Director, [Thomas Cook](http://ThomasCook.com)

Coffee Break

12pm

Second group of pitches - Travel Technology

12.30pm

Where there is a problem savvy entrepreneurs are developing the technology to fix it. Whilst never the poster-boy of travel innovation, technology is the back bone of the industry. One thing's for sure, technology will continue to evolve and each development creates opportunities for disruptive new entrants. We have 6 companies who have spotted this opportunity and are now keen to find the investment to allow them to capitalise on it.

Innovators

- YourTour
- Evature
- Tourist Way

- GetYourGuide
- theZouk
- Occident Systems

Travel Gurus and Investors

- Daniel Smith, Partner, **ISIS Equity Partners**
- Glenn Fogel, EVP Corporate Development, **Priceline**
- Paul Evans, Founder and Chief Executive, **Low Cost Holiday Group**
- Bill Morrow, co-Founder, **Angels Den**
- Gerry Samuels, Founder, **Travel Capital**

Lunch Break

1.30pm

Afternoon Sessions

2.30pm until 6pm

Presentations

2.30pm

A guide to securing Angel Investment

- the myths, the legends and the truth. A guide to making your early stage start up an attractive proposition for an angel investor.

Speaker

- Bill Morrow, co-Founder, **Angels Den**

Steps to Start up Success

- hear from Alex Hoye serial entrepreneur, investor and Seedcamp board member on how start ups can improve their chances of success.

Speaker

- Alex Hoye, CEO, **Latitude Group**; Board Member, **Seedcamp** and **Cambridge Angel**

Third group of pitches - Online Travel

3pm

Online travel is worth over £50bn and is still experiencing growth, despite the recession. And whilst the online travel landscape is undeniably competitive, innovative start ups are still leveraging lucrative traction from this channel. As online travel consumers become more demanding they are looking for a travel website that suits their needs and tastes. Online travel presents investors with a robust industry that is still experiencing rapid growth. We have selected the top 5 new entrants in this sector who have a proven business model alongside the talent and ambition to grow.

Innovators

- J2Ski
- TipSketch
- Tripatini
- About Anywhere
- HouseTrip

Travel Gurus and Investors

- Hugo Burge, Executive Chairman, **Cheapflights** and Founder, **Howzat Media**
- Debu Purkayastha, Principal - Corporate Development / M&A, **Google**
- Dhruv Shringi, Founder, **Yatra**
- Will Fraser-Allen, Deputy Managing Director, **Albion Ventures**
- Alex Hoye, CEO, **Latitude Group**; Board Member, **Seedcamp** and **Cambridge Angel**

Coffee Break

4pm

Fourth group of pitches - New Travel Products

4.30pm

The most exciting of our categories 'New Travel Products' includes offline initiatives and innovative new products. All have been designed to satisfy the needs of an expanding market. The category reflects the diversity of the industry and will present a wide range of exciting investments.

Innovators

- Nimbus Airlines
- Uncle Sam's New York
- Arrange Your Exchange
- Aviatour
- Hip Chalets

Travel Gurus and Investors

- Andy Phillipps, co-Founder, **Active Hotels**
- Cree Lawson, Founder and Chairman, **Travel Ad Network**
- Nic Brisbane, Partner, **DFJ Esprit**
- Steve Endacott, Owner and CEO, **On Holiday Group**

Drinks

5.30pm

Summary and Announcement of Finalists

6pm

Networking Drinks Reception

6pm onwards

Day Two**Morning Session**

11am until 1pm

Summary of Finalists

11am

Final Pitches

11.10am

Travel Gurus and Investors

- John Kent, Founder and CEO of **youtravel.com** and the founder of **Aquis Hotels and Resorts**
- Roger Allard, Owner, **All Leisure Group**
- Peter Waller, Group Mergers and Acquisitions Director, **Thomas Cook**
- Dinesh Dhamija, Founder, **eBookers**
- Jason Katz, Founder, **KP Capital**

Closing Remarks

12.30pm

Winner Announced

12.45pm

